

In re:

Application of  
**TELE CIRCUIT NETWORK CORPORATION**  
 For a Certificate of Public Convenience and  
 Necessity to Provide Interexchange and Local  
 Exchange Telecommunications Services and for local  
 service offerings to be regulated in accordance with  
 procedures authorized for NewSouth  
 Communications in Order No. 98-165 in docket No.  
 97-467-C; and For interexchange service offerings to  
 be regulated in accordance with procedures  
 established for alternative regulation in  
 Order Nos. 95-1734 and 96-55 in Docket No. 95-  
 661-C

COVERSHEET

DOCKET

NUMBER: 2008 - 398 - C

Submitted by: Angela Janssen  
 Address: 1720 Windward Concourse, Suite 115  
Alpharetta, GA 30005

SC Bar Number: \_\_\_\_\_  
 Telephone: (678) 775-2253  
 Fax: (678) 775-1193  
 Other: \_\_\_\_\_  
 Email: ajanssen@telecomcounsel.com

NOTE: The cover sheet and information contained herein neither replaces nor supplements the filing and service of pleadings or other papers as required by law. This form is required for use by the Public Service Commission of South Carolina for the purpose of docketing and must be filled out completely.

**DOCKETING INFORMATION** (Check all that apply)

- ☐ Emergency Relief demanded in petition      ☐ Request for item to be placed on Commission's Agenda expeditiously  
☐ Other: \_\_\_\_\_

INDUSTRY (Check one)	NATURE OF ACTION (Check all that apply)		
<input type="checkbox"/> Electric	<input type="checkbox"/> Affidavit	<input type="checkbox"/> Letter	<input type="checkbox"/> Request
<input type="checkbox"/> Electric/Gas	<input type="checkbox"/> Agreement	<input type="checkbox"/> Memorandum	<input type="checkbox"/> Request for Certification
<input type="checkbox"/> Electric/Telecommunications	<input type="checkbox"/> Answer	<input type="checkbox"/> Motion	<input type="checkbox"/> Request for Investigation
<input type="checkbox"/> Electric/Water	<input type="checkbox"/> Appellate Review	<input type="checkbox"/> Objection	<input type="checkbox"/> Resale Agreement
<input type="checkbox"/> Electric/Water/Telecom.	<input type="checkbox"/> Application	<input type="checkbox"/> Petition	<input type="checkbox"/> Resale Amendment
<input type="checkbox"/> Electric/Water/Sewer	<input type="checkbox"/> Brief	<input type="checkbox"/> Petition for Reconsideration	<input type="checkbox"/> Reservation Letter
<input type="checkbox"/> Gas	<input type="checkbox"/> Certificate	<input type="checkbox"/> Petition for Rulemaking	<input type="checkbox"/> Response
<input type="checkbox"/> Railroad	<input type="checkbox"/> Comments	<input type="checkbox"/> Petition for Rule to Show Cause	<input type="checkbox"/> Response to Discovery
<input type="checkbox"/> Sewer	<input type="checkbox"/> Complaint	<input type="checkbox"/> Petition to Intervene	<input type="checkbox"/> Return to Petition
<input type="checkbox"/> Telecommunications	<input type="checkbox"/> Consent Order	<input type="checkbox"/> Petition to Intervene Out of Time	<input type="checkbox"/> Stipulation
<input type="checkbox"/> Transportation	<input type="checkbox"/> Discovery	<input checked="" type="checkbox"/> Prefiled Testimony	<input type="checkbox"/> Subpoena
<input type="checkbox"/> Water	<input type="checkbox"/> Exhibit	<input type="checkbox"/> Promotion	<input type="checkbox"/> Tariff
<input type="checkbox"/> Water/Sewer	<input type="checkbox"/> Expedited Consideration	<input type="checkbox"/> Proposed Order	<input type="checkbox"/> Other: <u>OKD Duke</u>
<input type="checkbox"/> Administrative Matter	<input type="checkbox"/> Interconnection Agreement	<input type="checkbox"/> Protest	<u>OKD Duke</u>
<input type="checkbox"/> Other: _____	<input type="checkbox"/> Interconnection Amendment	<input type="checkbox"/> Publisher's Affidavit	

**Lance J.M. Steinhart, P.C.**  
Attorney At Law  
1720 Windward Concourse  
Suite 115  
Alpharetta, Georgia 30005

Also Admitted in New York  
and Maryland

Telephone: (770) 232-9200  
Facsimile: (770) 232-9208

December 2, 2008

**VIA OVERNIGHT DELIVERY**

Mr. Charles Terreni  
Chief Clerk of the Commission  
South Carolina Public Service Commission  
101 Executive Center Drive, Suite 100  
Columbia, South Carolina 29210  
(803) 896-5100

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2008 DEC -3 PM 2:33  
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Re: Tele Circuit Network Corporation  
Docket No. 2008-398-C

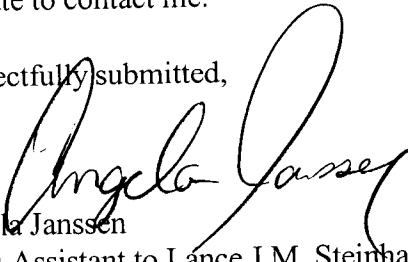
Dear Mr. Terreni:

Enclosed please find for filing an original and twenty-five (25) copies of the company's pre-filed testimony. The company does not intend to engage in telemarketing in the State of South Carolina.

I have enclosed an extra copy of this letter to be date-stamped and returned to me in the self-addressed, postage prepaid envelope I have provided.

If you have any questions or if I may provide you with any additional information, please do not hesitate to contact me.

Respectfully submitted,

  
Angela Janssen  
Legal Assistant to Lance J.M. Steinhart  
Attorney for Tele Circuit Network Corporation

Enclosures

cc: Ashar Syed  
C. Lessie Hammonds (via e-mail to: [lhammon@regstaff.sc.gov](mailto:lhammon@regstaff.sc.gov))  
M. John Bowen, Jr. (via e-mail to: [jbowen@mcnair.net](mailto:jbowen@mcnair.net))  
Margaret M. Fox (via e-mail to: [pfox@mcnair.net](mailto:pfox@mcnair.net))  
Scott Elliott (via e-mail to: [selliott@elliottlaw.us](mailto:selliott@elliottlaw.us))  
Jackie Livingston (via e-mail to: [jlivingston@elliottlaw.us](mailto:jlivingston@elliottlaw.us))

BEFORE THE  
PUBLIC SERVICE COMMISSION OF  
SOUTH CAROLINA

DOCKET NO. 2008-398-C - ORDER NO. \_\_\_\_\_

In the Matter of	)	
	)	
The Application of	)	
Tele Circuit Network Corporation	)	
	)	<b>DIRECT TESTIMONY</b>
for a Certificate of Public	)	<b>OF ASHAR SYED</b>
Convenience and Necessity to	)	
Provide Local Exchange and	)	
Interexchange Telecommunications	)	
Services with the State	)	
of South Carolina	)	

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PUBLIC SERVICE  
COMMISSION

I. Introduction

- |   |    |    |  |
|---|----|----|--|
| 1 | 1. | Q. | <b>Please state your name and business address.</b>                                  |
| 2 |    | A. | My name is Ashar Syed. My business address is 3050 Royal Blvd. South, Suite          |
| 3 |    |    | 145, Alpharetta, Georgia 30022.  |
| 4 | 2. | Q. | <b>By whom are you employed and in what capacity?</b>                                |
| 5 |    | A. | I am the Chief Executive Officer of Tele Circuit Network Corporation ("Tele          |
| 6 |    |    | Circuit").   |
| 7 | 3. | Q. | <b>Please give a brief description of your background and experience in business</b> |
| 8 |    |    | <b>and telecommunications.</b>   |
| 9 |    | A. | See Exhibit D to our application.  |

4. Q. What is the purpose of your testimony?

A. The purpose of my testimony is to describe the nature of Tele Circuit's proposed service offering within the State of South Carolina, and to demonstrate its financial, managerial, and technical ability to provide the telecommunications services for which authority is sought herein.

5. Q. Do you wish to incorporate by reference any documents into your testimony?

A. Yes. I wish to incorporate by reference the underlying Application filed in this proceeding and its associated attachments.

## II. The Business of Tele Circuit

6. Q. Has Tele Circuit registered to do business in South Carolina?

A. Yes. Tele Circuit is a Georgia Corporation that has received authorization to transact business within the State of South Carolina. A copy of Tele Circuit's Articles of Incorporation is attached to the Application as Exhibit A and a copy of the document of authorization from the State of South Carolina is attached to that Application as Exhibit B.

1     **7.     Q.     Please describe the services Tele Circuit intends to provide within the State of**  
2                   **South Carolina.**

3  
4     Tele Circuit expects to offer a full array of services to both business and residential customers,  
5     including the following:

6  
7             Interexchange (switched and dedicated services):

- 8             A.     1+ and 101XXXX outbound dialing;  
9             B.     800/888 toll-free inbound dialing;  
10            C.     Calling cards; and  
11            D.     Data Services.

12  
13            Local Exchange:

- 14            A.     Local Exchange Services for business and residence customers that will enable  
15                    customers to originate and terminate local calls in the local calling area served by  
16                    other LECs, including local dial tone and custom calling features.  
17            B.     Switched local exchange services, including basic service, trunks, carrier access, and  
18                    any other switched local services that currently exist or will exist in the future.  
19            C.     Non-switched local services (e.g., private line) that currently exist or will exist in the  
20                    future.  
21            D.     Centrex and/or Centrex-like services that currently exist or will exist in the future.  
22            E.     Digital subscriber line, ISDN, and other high capacity services.

23  
24     Tele Circuit will initially resell local and long distance services, and provide local service through  
25     the use of unbundled network elements utilizing the facilities of the existing LECs or  
26     underlying carriers that presently serve South Carolina.

27  
28             APPLICANT seeks authority to resell and provide through its own facilities local  
29     exchange services throughout the State primarily in the areas served by BellSouth  
30     Telecommunications, Inc. d/b/a AT&T South Carolina ("AT&T"). Applicant's local calling  
31     areas initially will coincide with the incumbent local exchange carrier's local calling areas.     Its  
32     services will be available on a full-time basis, twenty-four hours a day, seven days a week, to

1 customers within the geographic boundaries of the State of South Carolina. Customers will be  
2 billed by APPLICANT. Applicant is committed to providing access to a local operator,  
3 directory assistance, 911 services, and dual relay services. Applicant is also willing to accept its  
4 obligations to collect 911 and dual relay service surcharges from its local exchange customers,  
5 and to remit those funds to the appropriate authorities.

8. Q. What carrier will Tele Circuit utilize as its underlying carrier for services in South Carolina?

A. For interexchange service, Tele Circuit intends to utilize Qwest as its underlying carriers. Tele Circuit intends to offer service offer local service using facilities of the incumbent local exchange telephone companies ("LECs") certificated to provide local exchange service in the State of South Carolina. The company intends to initially negotiate with AT&T.

9. Q. Does Tele Circuit have authorization to provide intrastate telecommunications services in any other state?

A. Yes. Tele Circuit is currently authorized to provide interexchange and/or local exchange service in New York, Massachusetts, Virginia, Minnesota, Florida, Alabama, Wisconsin, Colorado, New Jersey, North Carolina, Utah, California, Oklahoma, Arizona, Michigan, Texas, Missouri, Illinois and Georgia. Applicant has not been denied authority for any of the services for which it seeks authority in this Application. Applicant is currently providing interexchange and/or local service in New York, Massachusetts, Virginia, Minnesota, Florida, Alabama, Wisconsin, Colorado, New Jersey, North Carolina, Utah, California, Oklahoma, Arizona, Michigan, Texas, Missouri, Illinois and Georgia.

10. Q. Has Tele Circuit ever had an application for a certificate of public convenience and necessity denied?

A. No.

1      11.    **Q.    Does Tele Circuit intend to file a tariff with the Commission?**  
2            A.    Yes. Tele Circuit filed an interexchange tariff as Exhibit F and a local price list as  
3            Exhibit E to its Application in this proceeding that it will modify as necessary in  
4            order to meet the Commission's requirements. We believe Tele Circuit's Tariff  
5            and price list will comport with all Orders, Rules, and Regulations of the  
6            Commission.

7      12.    **Q.    Will Tele Circuit comply with the Commission's orders regarding the**  
8            **provision of interexchange and local services?**  
9            A.    Yes. Tele Circuit will at all times provide and market services in accordance with  
10           current Commission policies. In particular, Tele Circuit is familiar with  
11           Commission Order No. 93-462 regarding resale of intraLATA  
12           telecommunications services and will attempt to comply with the terms of that  
13           order in every respect possible. In addition, Tele Circuit at all times will provide  
14           interstate services in compliance with all FCC rules and regulations. Tele Circuit  
15           will at all times provide and market services in accordance with current  
16           Commission policies and will attempt to comply with the terms of that order in  
17           every respect possible.



13. Q. Has Tele Circuit provided any intrastate telecommunications services within the State of South Carolina?

A. No it has not.

14. **Q. What rates will Tele Circuit charge upon receipt of certification?**

A. Tele Circuit will charge the tariffed rates approved by the Commission.

15. Q. How will Tele Circuit market services in South Carolina?

A. Tele Circuit intends to market its services via direct sales by Tele Circuit's employees.

### III. Managerial, Technical and Financial Qualifications

16. **Q. Does Tele Circuit have sufficient managerial, technical, and financial resources and ability to provide the telecommunications services proposed in its Application?**

A. Yes. Tele Circuit has sufficient technical, financial, and managerial resources and ability to provide the telecommunications services for which authority is sought herein. Tele Circuit's personnel represent a broad spectrum of business and technical disciplines, possessing many years of individual and aggregate telecommunications experience.

The qualifications and experience of Tele Circuit's key management team are discussed on Exhibit D which is attached to our Application in support of Applicant's managerial and technical ability to provide the services for which authority is sought herein.

1 17. **Q. How does Tele Circuit handle customer service requests?**

2 A. Tele Circuit's customer service representatives are available to assist its  
3 customers and will promptly respond to all customer inquiries. Customers may  
4 call (877) 835-3247 or a local number. The applicable toll free or local  
5 numbers will be printed on customers' monthly billing statements. Alternately,  
6 customers wishing to communicate with a Tele Circuit customer service  
7 representative in writing may send written correspondence to Tele Circuit at:

8  
9 Tele Circuit Network Corporation  
10 ATTN: Customer Service  
11 3050 Royal Blvd. South, Suite 145  
12 Alpharetta, Georgia 30022

13 Tele Circuit's customer service representatives are prepared to respond to a  
14 broad range of service matters, including inquiries regarding: (1) the types of  
15 services offered by Tele Circuit and the rates associated with such services; (2)  
16 monthly billing statements; (3) problems or concerns pertaining to a customer's  
17 current service; and (4) general service matters.

18 .  
19 18. **Q. Please describe the financial condition of Tele Circuit.**

20 A. In support of Tele Circuit's financial ability to provide the services sought herein,  
21 copies of Tele Circuit's Profit & Loss Statement for the period ending December  
22 31, 2007 and Balance Sheet as of December 31, 2007 and Profit & Loss Statement  
23 for the period ending July 30, 2008 and Balance Sheet for the period ending July  
24 30, 2008, were submitted as Exhibit C to its Application.

1 IV. Public Interest

2  
3 19. Q. **How will residents of South Carolina benefit from Tele Circuit's services and**  
4 **presence in South Carolina?**

5 The Commission's grant of this certificate is in the public interest because  
6 consumers of telecommunications services within Tele Circuit's service territory  
7 will receive increased choice, improved quality of service, and heightened  
8 opportunities to obtain improved technology in the homes and businesses. Market  
9 incentives for new and old telecommunications providers in South Carolina will be  
10 improved greatly through an increase in the diversity of suppliers and competition  
11 within the local exchange telecommunications market. Consistent with the  
12 Commission's intent to aid in the development of a competitive  
13 telecommunications environment in South Carolina, the granting of a certificate of  
14 authority to provide local exchange service will offer increased efficiency to the  
15 State's telecommunications infrastructure through greater reliability of services  
16 and an increase in competitive choices.

17 20. Q. **Has the Company ever been the subject of an investigation by any state**  
18 **Regulatory body or by the FCC?**

19 A. No.

1

2     21.    **Q.     Will the Company agree to abide by and comply with the Commissions**  
3                   **Rules and Regulations and Commission Orders in its operations in South**  
4                   **Carolina?**

5            A.     Yes.

6     22.    **Q.     Does this conclude your testimony?**

7            A.     Yes.  I would like to thank the Commission for this opportunity to provide  
8                   information relevant to Tele Circuit's Application and am ready to provide any  
9                   additional information that the Commission may need in making its decision.